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## OUR NEXT-DOOR NEIGHBOR

Every now and then a note is sounded that shows us that we are not through with our next-door neighbor—Mexico.

Very little is known of Carranza on this side of the Rio Grande. He may be understood and indorsed by many of his own people. What his purposes are is not known. It would take as profound a psychologist as Robert Browning to fathom and read his nature and explain his purposes. He may possess all the ethical grace and suavity, all the scholarship and skill of his ancestors of the seventeenth century, and he may be governed by the morals or lack of morals of the same age. Machiavelli is no myth but a well-authenticated historical character, and he would applaud Carranza for bringing on a war, no matter what the consequences might be to his country, providing it benefited him and made his position more secure, and he would consider him a weakling if he failed to take advantage of the opportunity to advance his own interests at any cost. The Florentine diplomat was the ripened product of the Latin civilization of his time, and heredity is a powerful factor. It permits of no impermanency in national character. A war with this country would be a sore affliction to the Mexican people. What cares Carranza? He could, in order to conciliate us and save his own bacon, have Obregon and a few other dangerous rivals executed as traitors, and in this way make himself solid with this country, and give him supreme and unquestioned power over his own. That this is his purpose seems apparent from the course he is pursuing. Carranza is cruel and cunning. He is a leftover from the dead centuries in feeling, sentiment and morals. President Wilson was amazed at the cruel selfishness and inordinate greed for advantage of European diplomacy at the peace conference. He may find worse evils at his own door. He will have to deal with the worst sort of European diplomacy in Mexico, and many countries now posing as our friends would not hesitate to add to our complexities by counseling with Mexico and encouraging her. Of course, we are rich, and our soldiers are numerous and brave, but if Carranza brings on a war with this country he should be held personally responsible for it and made to answer. He must not be permitted to benefit by his cunning and treachery. War is too serious a matter. Our senate has placed the country at a sad disadvantage in case of war with Mexico or any other nation, and it should lose no time in setting matters right and repairing the wrong done.

## A CHANCE TO GROW

The progress of the medical department of the University of Tennessee will be watched with unusual interest, due to the concession made by the city in practically giving complete control of the General Hospital to the faculty of the medical school.

The concession was made at an excessive price, so far as the great majority of the medical men of the city are concerned. The doctors connected with the medical school will have a decided advantage over others as private practitioners as well as in their official capacity.

We take it that even the doctors who feel that they have been deprived of some of their rights in a public institution will not count the sacrifice as made in vain if the medical school makes good and the profession at large benefits from what has been done.

The trustees of the university tell us that it is to be a great institution, and it can be made one if they have the ability to properly interpret and supply a public need. The responsibility is theirs, and everyone will lend whatever assistance and sympathy they may desire toward making it a credit to the city and to the profession.

Under the agreement with the city the medical school will rank with the best in the country in the measure of requirements. That being true, there is no reason why, under proper direction, it should not rank with the best in other respects. We have been assured that it will.

Attendance is the test that the school must stand. If it is as good as any other, those who wish a medical education will patronize it quite as liberally as they patronize the other schools. No doubt the young men of this territory would prefer to attend a school in Memphis if it offers advantages equal to those to be found elsewhere.

The school has received what it asked for without stint or reservation. A student body of from 300 to 500 to begin with is little enough to ask in return.

## GENEROSITY

In the opinion of leading financiers and students of economics the only thing that stands in the way of a decrease in the cost of living in this country is for the United States to furnish an extensive line of credits to European nations.

We have gone into the business of being the big brother to the rest of the little world on a pretty big scale, and cannot renounce an obligation we have assumed. At the same time we should not become obsessed with altruism to the exclusion of the needs of our own people.

The people of this country are suffering quite as much from the excessive cost of living as are the other peoples of the earth. A few days ago the great trans-Atlantic liner Imperator, which was thought to be a part of the merchant marine of this country, was turned over to Great Britain, and left New York loaded with thousands of tons of coal. That was a time when this country was suffering from a shortage of coal. Our industries were running on short time, utilities were economizing, and homes were having coal doled out to them in exceedingly sparing quantity. Naturally the price of coal will remain high if the exports continue large.

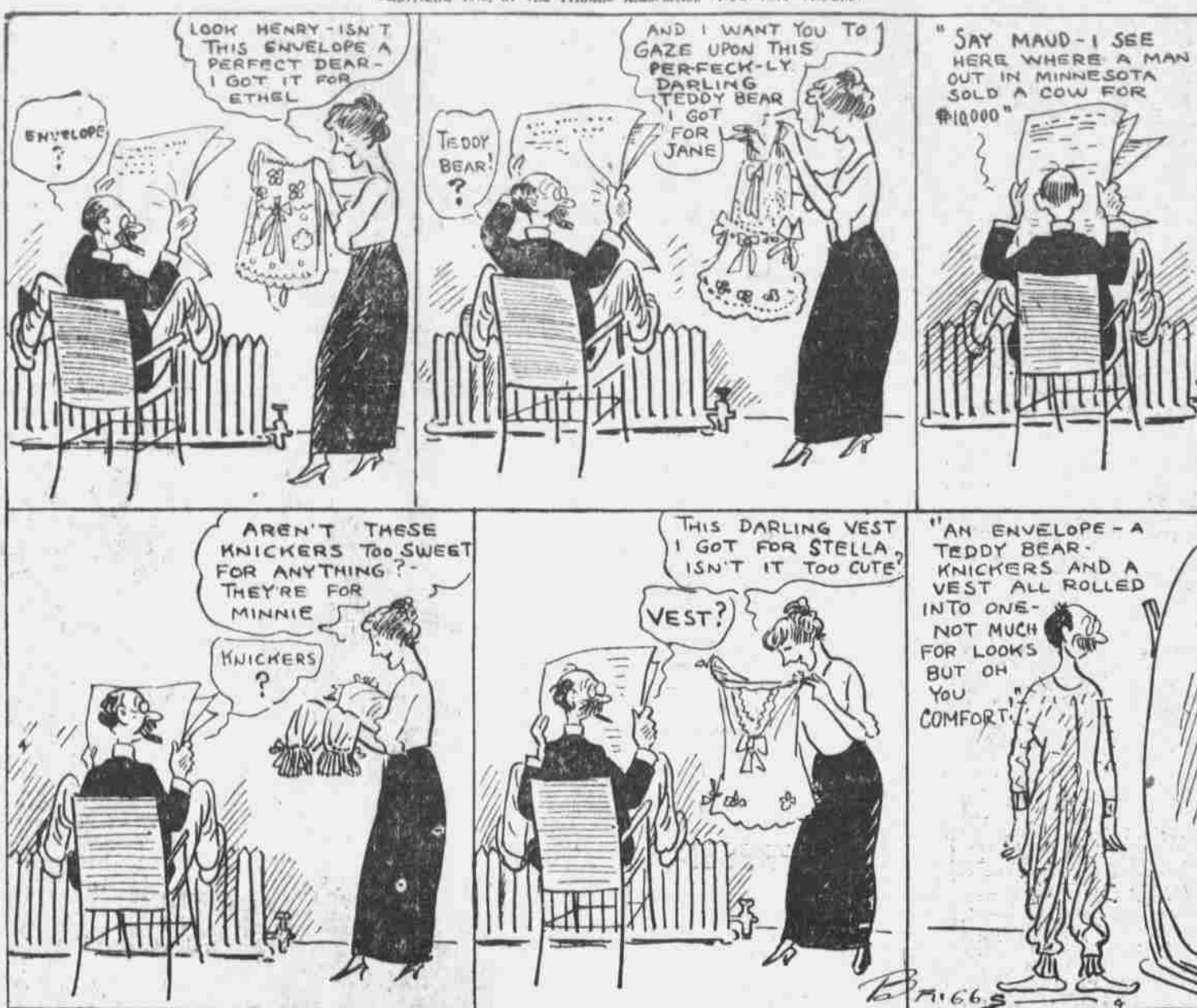
Somewhat the same situation was involved in the manipulation of the sugar market. In order to maintain a high price in this country the speculators sent abroad large quantities of sugar to compete with the other markets of the world in quality and price. Then when the supply was reduced to the minimum requirement the word went out that there was a shortage and the price went up to correspond with the supply.

The question to be considered is not whether we owe an obligation to other people and other nations—for assuredly we do, and would not avoid responsibility in the minutest degree—but it is whether we owe that obligation to them first or to the people of the United States first. Liberality does not consist in impoverishing one's self for the benefit of another, but in judicious generosity.

Roger Babson says a budget system would save the government \$2,000,000,000 a year. This may be an argument for it, but it explains the opposition to it.

## It Happens In the Best Regulated Families—By Briggs

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## THE HASKIN LETTER ROLLING STORES

BY FREDERIC J. HASKIN.

NEW YORK, Dec. 26.—A new and picturesque weapon for defeating the high cost of living has been developed in New York. It is known as the rolling store.

A rolling store is a large truck, drawn by two giant horses, and filled with huge stacks of dry groceries, which rolls into a neighborhood at the early hour of 4 in the morning and thereafter does a rapid business until 6 o'clock at night. It sells its products at prices ranging from 25 to 30 per cent lower than those being charged by the stationary grocery stores, thereby earning unfriendly criticism from those sources, blessings from the housewives, and the hearty commendation of the New York commissioner of markets.

Ninety-six of these rolling stores are now operating throughout New York and Brooklyn, and George H. Salmon, vice-president of the North American Export company, who is doing the operating, says that in another month there will be 200 of them. The demand for them from neighborhoods in which there has not yet appeared is so great that one person is kept busy simply answering the telephone calls of housewives, who are indignant because their districts have been slighted.

### Reduce H. C. L. Is Message.

We are here to reduce the high cost of living, is the red-lettered message which the rolling store bears on its gray-awned side, and beneath that, in list of the supplies it carries, with their prices. The other day this list included bacon at 34 cents; best canned eggs 56 cents; can of pork and beans weighing nearly three pounds, 12½ cents; best coffee, 35 cents; can of tomatoes, 17 cents; peas (No. 2), 12 cents; can of corn, 13 cents; and rice ( fancy Blue Rose) 15 cents.

Buying from a rolling store is much like buying from a cafeteria. First you look at the price list, then you help yourself to what you want, with the assistance of an extremely busy salesman, knowing perfectly well beforehand what the total cost of the purchases is going to be. In most stationary grocery stores, you can not do this. The prices are not listed on the wall, and when the clerk finally adds the total up on a paper bag, showing that better or even worse, he has taken a sudden leap in price, you have no evidence upon which to contradict him. A customer usually leaves a rolling store not only with the pleasant sense of having secured a bargain, but with the virtuous conviction that he has aided in a great civic movement. He has helped, as the rolling store points out, "Major Hyman to knock the 'H.' out of the H. C. L."

### First Store an Experiment.

The first rolling store was started about the first of October, merely as an experiment. No one was certain as to how it would be received, but the results were so satisfactory that more stores were added every

week and four warehouse terminals to supply the stores were opened in New York. While the stores have not been able to bring back those marvelous days before the war when the nickel still had a separate and distinct existence, they have brought about a surprising reduction in prices.

"Our object," says Mr. Salmon, "is not to compete with merchants who are selling groceries at reasonable prices. It is merely to drive out profiteers. We go into a neighborhood where we feel foodstuffs are costing too much, and we stay until we have driven the profiteers to reducing their prices. Then we move on to another neighborhood."

### Eliminate Overhead Expenses.

The rolling stores are able to sell goods at reduced prices for various reasons. In the first place, they do not have the large overhead expense which must be met by the ordinary grocery store. Their selling force is confined to two young men, one of whom is also the truck driver and neither of whom wastes any time in persuading customers to buy goods. At a rolling store, you can either take it or leave it. No one cares whether you buy food or not, because there are too many anxious housewives waiting to grab whatever is left over.

In the second place, the North American Export company, has a purchasing power of half a million dollars behind it, which enables it to take advantage of all cash discounts and to buy in large quantities direct from the producer, according to Mr. Salmon, this factor alone permits them to make a saving of 55 cents on the dollar—say, for instance, in the case of a can of tomatoes, which usually is absorbed by middlemen and clumsy methods of distribution.

"The chief purpose of the rolling store," he says, "is to reduce the cost of living and to provide employment for returned soldiers and sailors. All of our employees are men who have just come out of uniform."

### Operating for Profits Also.

On the other hand, one gathers that the corporation is by no means running an eleemosynary institution. It does not seek to conceal the fact that it is operating for a profit.

"Of course," declares Mr. Salmon, "the company does not yet know what the profits will be in this proposition."

It will not pay, certainly, until we have 200 stores operating. We are convinced, however, that such a plan can be made to pay in dollars and cents, and yet the customer will not be obliged to pay the high prices which he must submit to in the regular stores."

As a money-saving proposition the rolling store has everything in its favor. It is estimated that it sells in one day just three times as much as the ordinary grocery, and when the company has had a chance to perfect its distribution system it will be able to sell even more. At present its sales are handicapped only by the store's carrying capacity, which is from 3,000 to 10,000 pounds. Each store starts out laden to the brim in the morning, but is completely sold out by 12 o'clock, so that it is then obliged to return to the warehouse for the afternoon's supplies. The company is now working on a plan whereby trucks can be sent to follow up the various stores, distributing foodstuffs and eliminating this needless trip to the warehouse.

### Its Popularity on the East Side

The most popular reception yet accorded the rolling store occurred the other day on the East Side when the supply of eggs varied by one wagon sold out in one-half hour. A crowd of women was waiting on the curb as the truck made its appearance, and they proceeded to surround it, pushing, gestulating and talking in various languages so that it became manifestly impossible to sell anything so fragile

as eggs. The driver was just about to turn his horses and stage a hurried retreat when a policeman arrived to handle the situation. With dramatic flourishes of his club he managed to subdue the crowd's feminine enthusiasm, made it form an orderly line, and permitted only one customer to approach the wagon at a time. By the time the end of the line reached the wagon, the eggs were all gone, and so was the policeman. As the driver intimated, there are times when even a policeman must exercise discretion.

The busiest hour of the rolling stores are at 10 in the morning and at 4 in the afternoon. Prior to 4 o'clock, sometimes, the stores will make comparatively few sales, then the rush occurs all at once. The salesman figures that this is because the women wait for their children to come home from school so that they may have some one to leave with the smaller youngsters or to accompany them and help carry home the foodstuffs which, especially on the East Side, the children learn the art of battle early in life, and prove valuable aid whenever there is a bargain rush.

The demand from other districts, while not as forcible, is nevertheless equally compelling. It has kept up just as insistently during the recent cold weather. The rolling store has now added a large iron can, with kindling wood and matches to its equipment, with which it provides a cheery, warm fire. It is this kind work, popularity of the rolling store is proved.

## HEART AND HOME PROBLEMS

BY MRS. ELIZABETH THOMPSON

Dear Mrs. Thompson: I paint in watercolors, landscapes mostly, and I would like to dispose of a few of my paintings. As I work in an office and have little time to devote to outside business, will you suggest a few of the places I may be able to sell some of my pictures?

I would visit all of the art shops in the city, begin with a rather low rate, so as to tempt the purchaser. Locate one or two if possible and then it will be easy to place future paintings. If, in case they do not sell, you will be glad to pay the shop a commission, you might also attempt to secure some night work at retouching photographs. This might grow into something larger, a beginning at painting for you really.

Dear Mrs. Thompson: Two years ago I became, or thought I was becoming, the wife of a man I had known but four months. After three weeks of dreamy happiness, he was arrested upon the charge of bigamy and placed in the penitentiary. Now, after two years he has returned and daily I see him walking the streets. Since my so-called marriage I have worked and have had little time for amusement and parties. Notwithstanding this I have been associated with a young man who has become attached to me. I don't love him, not that I wouldn't like to, but I can't somehow and at times I am discouraged and fearfully blue. What would you do?

Probably you'd think my advice queer, but I'm old as a thousand years, if not in body, in mind, and I'd marry the man who loved me. It will give

you something to live for, someone to strive for and an interest in life. Besides you can cheerfully strive to make someone who loves you a satisfaction, and that in itself will be a satisfaction. Then, too, the marriage will take the bitterness out of your heart—the memory of the mockery of that former ceremony and the pitiful weeks during which you thought you were happy.

Dear Mrs. Thompson: Will you please give me a little information about the West Tennessee Normal school in Memphis? I am planning to attend this institution next year and I wish to take a special course in music. Will I be allowed to study this subject alone, or will I be compelled to take with it the regular school course? If possible I would rather study only music, English and domestic science. Any information about the school will be greatly appreciated. Thanks.

The West Tennessee State Normal makes it a point to educate pupils especially with a view to making them teachers. For this reason the institution requires each pupil to take at least two particular courses. You can arrange to study music, English and domestic science, but I'm afraid you would not be permitted to study music alone. By sending your name to Dr. A. K. Kinnannon, president, you can secure full information.

Dear Mrs. Thompson: Please suggest a nice Christmas present for a young lady who lives out of town. I have known her about three months. Flowers ordered from here and sent out, or books, gloves, handkerchiefs, a came pin, not too valuable, or a pretty box of stationery.

